



EnergyRight[®] Solutions for Business & Industry (ERSB&I)

April 26th, 2017

TVA: Jason Snyder, Senior Program Manager



TVA History on Energy Efficiency

- TVA has offered energy efficiency programs for decades and renewable programs since 2000
- In the past nine years, TVA has shown a greater dedication and focus on energy efficiency, demand response and renewables programs
- This has resulted in:
 - Savings Avoided over 1,200 MW in Capacity Additions
 - Nine years of delivered resource for less than 2 cents per kWh
 - More than 2,600 GWhs of cumulative EE savings yielded over \$112,000,000 avoided fuel, purchase power and O&M – benefiting all customers



EnergyRight[®] Solutions for BUSINESS & INDUSTRY

EnergyRight[®] Solutions for **Business & Industry** helps businesses and industries **save energy** and **money**. Our Solutions **support competitiveness, economic development** and **environmental stewardship**



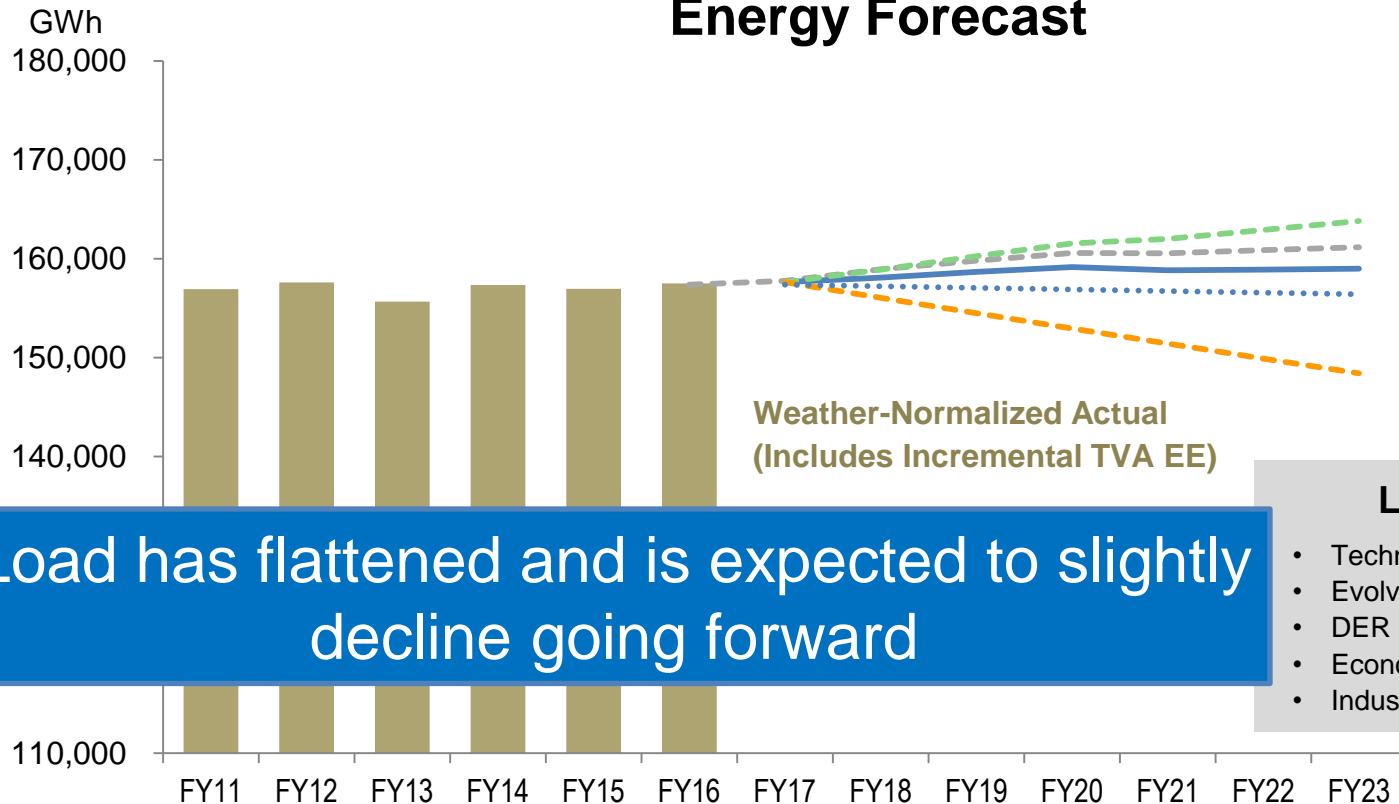
Business & Industry

- Standard Incentive
- Custom Incentive



Changing Dynamic and Forecasts

Energy Forecast



Load Pressures

- Technological advances
- Evolving consumer behaviors
- DER
- Economic cycles
- Industrial sector risks



Dawn of Electrification

Electrification offers 3 major benefits toward achieving TVA's overarching mission:



Energy

Electrification facilitates market share growth and decreases the incremental cost for each unit of electricity while optimizing the system load shape.



Environment

Electrification reduces the emissions footprint while contributing to goodwill and positive public relations for LPCs and TVA.



Economic Development

Electrification enables TVA to manage energy costs which keeps rates competitive and contributes to indirect local job growth.



EnergyRight® Solutions Electrification Offerings

- Food Service
 - Fuel switching and Energy Star
- Forklifts
- Outdoor Lighting
 - Previously unlit areas
 - Permanently installed LED
- Custom applications (UV Biocide)
 - Up \$0.10/kWh added in 1st year
- HVAC
 - Non-resistive heating for commercial projects
 - Residential dual fuel heat pumps and mini-splits





Electrification HVAC Offerings

Eligibility Requirements for Air-Cooled Unitary Heat Pumps

Existing Heating Type	Size	System Type	Minimum Efficiency Levels				Unit Incentive
			SEER	EER	COP*	HSPF	
None, gas, propane	<65,000 Btu/h (single-phase)	Dual fuel split system	≥ 14.0			≥ 8.5	\$200/ton of cooling
		Dual fuel single package	≥ 14.0			≥ 8.0	
	≥ 65,000 Btu/h and < 135,000 Btu/h	Dual fuel split system and single package		≥ 11.1	≥ 3.4		

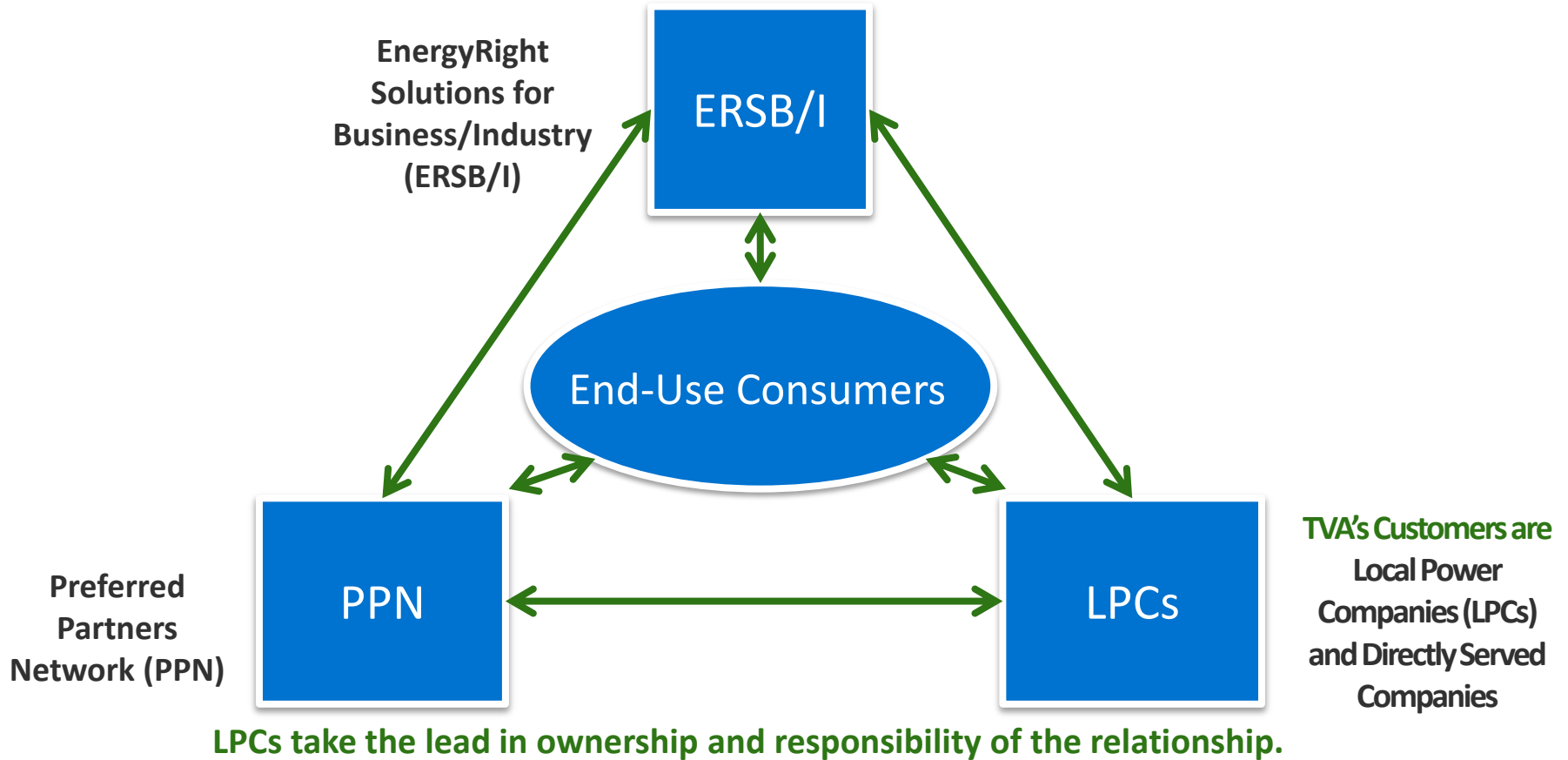
Eligibility Requirements for Air-Cooled, Variable Refrigerant Multi-Split Heat Pumps

Existing Heating Type	Size	System Type	Minimum Efficiency Levels				Unit Incentive
			SEER	EER	COP*	HSPF	
None, gas, propane	<65,000 Btu/h (single-phase)	Multi-split system (no electric strip heat)	≥ 14.0			≥ 8.5	\$210/ton of cooling
	≥ 65,000 Btu/h and < 135,000 Btu/h			≥ 11.3	≥ 3.4		



Electrification Food Service Offerings

Equipment Type	Size	Efficiency Requirement	Incentive
Electric fryer – open	0-10 lbs oil capacity	ENERGYSTAR	\$250/unit
	11-50 lbs oil capacity		\$1,000/unit
	>50 lbs oil capacity		\$1,600/unit
Electric fryer – pressure	0-10 lbs oil capacity		\$250/unit
	11-50 lbs oil capacity		\$1,000/unit
	>50 lbs oil capacity		\$1,600/unit
Electric griddle	Single		\$300/linear foot
	Double		\$400/linear foot
Electric oven – standard, convection, combination	≥38” x 38”		\$1,500/unit
	≥30” x 26”		\$350/unit
	≥20” x 22”		\$150/unit
Electric oven – deck	All sizes		\$500/unit
Electric oven – rotisserie			\$1,200/unit
Electric broiler – underfired char broiler			\$2,200/unit
Electric broiler – overfired upright			\$3,000/unit
Electric broiler – overfired salamander			\$1,500/unit
Electric broiler – overfired cheesemelter			\$800/unit
Electric skillet			≥10 gallons
	≥30 gallons		\$800/unit
	≥40 gallons		\$1,000/unit
	≥50 gallons		\$1,200/unit
Electric steam kettle	≥10 gallons		\$150/unit
	≥40 gallons		\$700/unit
	≥60 gallons		\$1,000/unit
	≥100 gallons		\$1,700/unit





EnergyRight Solutions for Business & Industry Overview



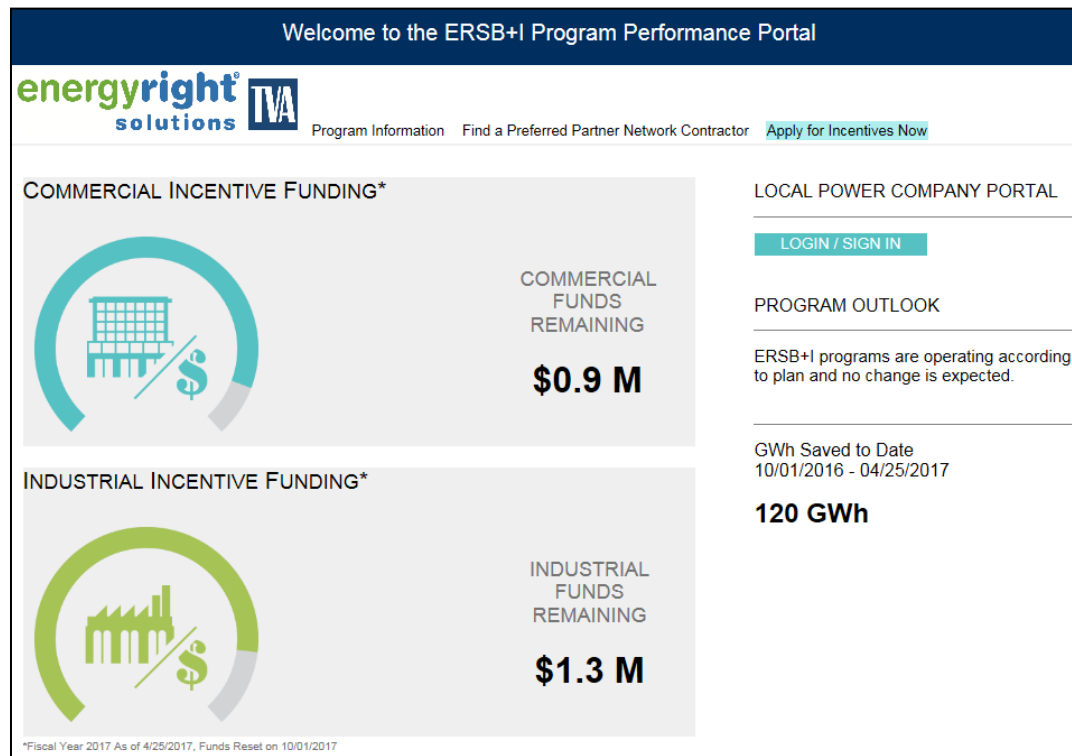
Program Specifics

- Online Application for both ERSB & ERSI
- Better Communication through new third party
- No pre-approval for HVAC (unless the project is custom)
- Incentive minimums to reduce program administrative costs
- Revised PPN Tools, Rules, and quality control



Program Funding

- All funding is reset each October 1st
- Energy Efficiency – remaining FY17 funding



- Electrification – No funding limit at present



How to Get Started?

The screenshot shows the TVA EnergyRight Solutions website. At the top left is the TVA logo and the EnergyRight Solutions logo. To the right is a search bar with the text "SEARCH" and a "GO" button. Below the logo is a blue navigation bar with the following links: SOLUTIONS, LIGHTING, HEATING & COOLING, EQUIPMENT, ADVICE, INCENTIVES, RESOURCES, and HOW TO GET STARTED. The main content area features a large blue box on the left with the text "FOR YOUR BUSINESS SAVE MONEY. SAVE ENERGY. START NOW." and a photograph of three business professionals in a meeting on the right. A dropdown menu is open from the "HOW TO GET STARTED" link, showing four options: "> NEED A CONTRACTOR?", "> HOW TO GET STARTED", "> ADVICE", and "> RESOURCES". A red arrow points to the "HOW TO GET STARTED" option in the dropdown menu.

TVA energyright solutions

SEARCH Search GO

SOLUTIONS LIGHTING HEATING & COOLING EQUIPMENT ADVICE INCENTIVES RESOURCES HOW TO GET STARTED

FOR YOUR BUSINESS
SAVE MONEY.
SAVE ENERGY.
START NOW.

- > NEED A CONTRACTOR?
- > HOW TO GET STARTED
- > ADVICE
- > RESOURCES



How to Get Started?

Energy efficiency is a winning proposition for every company, and financial incentives are available to help you make the transition to a more energy-efficient facility.

TYPES OF INCENTIVE

Two types of financial assistance—Standard and Custom Incentives—are available to help reduce the cost of implementing more energy-efficient equipment. These incentives are offered through participating Local Power Companies in partnership with TVA. (NOTE: The incentives are NOT designed to subsidize an Applicant that has the ability to overcome internal financial barriers through the energy savings alone.)

Standard Incentive

Standard Incentives are offered for the energy-efficiency measures in the categories listed below.

Pre-Approval Required

[Refrigeration](#)
[Miscellaneous](#)
[Lighting**](#)

No Pre-Approval Required

[HVAC](#)
[Food Services](#)

**Lighting must be purchased from or installed by a PPN Member. ONLY PPN members can submit lighting projects, lighting code required.

To Qualify for Incentives

- Incentive payments are capped at 70% of the project's actual material costs. Labor and tax costs are not included in total project cost.
- The minimum incentive allowed per site is \$500. Multiple energy efficiency measures can be combined to reach the \$500 minimum.
- Pre-Approval Required measures CANNOT purchase any new equipment, remove any existing equipment or install any equipment until all pre-approval requirements are completed and you have

NEED A CONTRACTOR?

[Click here](#) to choose a contractor from the Preferred Partners Network list, you gain peace of mind knowing that the work will be done by a trained professional who has been pre-screened and selected based on TVA's detailed membership requirements.

NEED HELP?

Call 866-233-0450
Call an EnergyRight Solutions
efficiency project
representative.

ENERGY EFFICIENCY LOANS

Alabama SAVES
Pathway Lending (Tennessee)



How to Get Started?

application and ensure that all information submitted is correct. Incomplete fields may result in a rejected application.

Get Started

Custom Incentive

The EnergyRight® Solutions for Business Program offers custom incentives for customer investments in energy-efficient equipment upgrades. These incentives are offered by TVA in partnership with your Local Power Company and are designed to help you overcome financial or internal barriers that may be preventing you from installing an energy-efficiency project. If you need assistance filling out the application, contact the EnergyRight Solutions Operation Center at (866) 233-0450 or TVABusinessIncentive@tva.gov for more information.

To Qualify for Incentives

- Pre- and post-installation inspections may be required.
- All incentives are dependent on the approval of TVA and your Local Power Company as well as available funding.
- Commercial Local Power Company customers and TVA directly served customers are eligible to apply for incentives.
- Fuel-switching projects and new construction projects are not eligible for incentives.
- Incentive payments are capped at 70% of the projects actual material costs. The minimum incentive allowed per site per application is \$1,000. Contact the Operations Center for information on how best to reach the \$1,000 minimum.
- A Preferred Partners Network (PPN) member or contractor may assist with the completion of the application, but it is the responsibility of the Applicant to read and understand all pages of this application and ensure that all information submitted is correct. Incomplete fields may result in a rejected application.

Get Started



Preparing to Apply



- Set up User Account
 - Strong password will be assigned by email
- Applicant
 - Tax ID, email address, Local Power Company account number, NAICS
 - Inform applicant on electronic signature process
- Supporting documents to upload electronically
 - Lighting = Preferred Partners Energy Calculator (SUB0123)
 - Spec sheets
 - Design or calculation spreadsheets
- Number of days needed to complete project after receiving the approval letter email.
- Features – Invite a User, Dashboards, Informational Fact Sheets



Project/Site Information



APPLICATION: MARKET STORE 3 FRANKLIN

Project Site Name *

Project Site Address *

City *

State *

Zip Code *

Facility Type * ☒ Commercial ☐ Industrial

Disaster Related Project? * ☐ Yes ☐ No

Choose...
Conditioned Warehouse
Emergency/Exit Lighting
Fast Food Restaurant
Full Service Restaurant
Grocery (24 hrs)
Grocery (Non-24 hr)
Hospital, Medical
Hotel
Large Big Box Retail (24 hrs)
Large Big Box Retail (Non-24 hr)
Large Office Building
Mall Department Store Retail
Motel
Multi-Family (Common Areas)
Outdoor Lighting
Public Assembly/Congregation
Refrigerated Warehouse
School-High School, College
School-Primary
Small Office Building
Small Retail Building
Unconditioned Warehouse
University
Choose...

Person *
First
☒ Same as Applicant
☒ Same as Applicant
Phone
Phone
Fax
Email
NAICS Code ?

- Sites have project minimum
 - Standard \$500
 - Custom \$1,000
- Bundle Measures at the site = \$500
 - HVAC standard measure \$200
 - Lighting standard measure \$300
- Facility Type is verified by NAICS code

PREVIOUS

SAVE AND CONTINUE



Partner Information



APPLICATION: MARKET STORE 3 FRANKLIN

PROJECT SITE NAME: MARKET SMITH BUILDING: HVAC

TRADE ALLY (CONTRACTOR) INFORMATION

Company Name *

Contact Name *
First Last

Mailing Address *

City *

State *

Zip Code *

Office Phone

Fax

Cell Phone

Email

? TVA PPN Member? * ☒ Yes ☐ No

PPN Number *

- Enter PPN Number
- Can enter more than one PPN
- Copy of submitted application is sent to the applicant's email address

ADDITIONAL INFORMATION

PREVIOUS

SAVE AND CONTINUE



Incentive Details



APPLICATION: MARKET STORE 3 FRANKLIN

PROJECT SITE NAME: MARKET SMITH BUILDING: HVAC

INSTRUCTIONS FOR COMPLETING FORM:

1. Select the Equipment Type.
2. Select the Size of HVAC system.
3. Select System Type.
4. Enter the capacity. Tonnage can be entered in half-ton increments.
5. Enter the efficiency.
6. Enter the estimated material cost.
7. Enter the quantity purchased.

Ensure your proposed equipment meets both the minimum efficiency standard listed and me

Equipment Type *

Size *

choose...

choose...

Capacity
(tons) *

Efficiency
(as applicable)

Estimated
Material Cost *

SEER

EER

IEER

COP

HSPF

Grand Total

\$

Measure – Standard Incentive

- Equipment Fact Sheets available with standard incentive tables
 - HVAC
 - Food Service
 - Refrigeration
 - Miscellaneous
- Submit prompts: Are you sure?

Are you sure?

All efficiencies must meet the requirements listed or you may lose the data and have to reenter your equipment information. To ensure your data falls within the listed requirements please refer to the grids and proceed when ready.

KEEP EDITING

CONTINUE



Final Steps



FINAL SIGNATURE APPROVAL

Applicant hereby warrants and certifies that all information submitted in this Application is accurate. In making this warrant, Applicant acknowledges that Applicant is aware that Section 21 of the Tennessee Valley Authority Act of 1933 (16 U.S.C. 817) provides that any person who, with intent to defraud TVA or to deceive any officer or employee of TVA, makes any false report or statement, or is convicted thereof, be fined not more than \$10,000 or imprisoned not more than five years, or both.

TVA or its agents may verify with any Applicant or with any third party any information set forth in this Application.

Name *

Date *
(mm-dd-yyyy)

Signature Code *

☐ I agree to the [Terms and Conditions](#) *

SEND SIGNATURE CODE TO APPLICANT

Only the applicant is allowed to sign and submit this application.

An email from TVA EnergyRight Solutions will be sent to the applicant with a Signature Code. Please check your spam folder if it does not appear in your inbox.

- Send signature code to applicant email address
- Applicant receives email with link to:
 - Agree to Terms & Conditions
 - Enter signature code from email
 - Submit Application
- Copy of submitted application is sent to the Program Operations Center and to the Applicant

PREVIOUS

APPLICATION SUMMARY

SUBMIT



Dashboards

[INVITE USER](#)[DASHBOARD](#)[LOG OUT](#)

1

Applicant
Information

2

Business
Information

3

Project/Site
Information

4

Incentive
Information

5

Partner
Information

6

Recipient
Information

7

Incentive
Details

8

Final
Steps

APPLICATION DASHBOARD

Application		Started		
Market Store 3 Franklin	Site Summary	2015-03-02	RESUME	X



SITE INFORMATION SUMMARY

Project Site Name		Started		
Smith Markets	Measure Summary	2015-03-02	REVIEW	X



MEASURE CATEGORY SUMMARY

Measure Category	Ally/Contractor	Started	Line Items		
PPN Lighting	yes	2015-03-02	Edit	REVIEW	X

- Dashboard
 - Application
 - Site
 - Measure
- Resume/Review
- Summary
 - Site
 - Measure
 - Edit



Invite Users

[INVITE USER](#)[DASHBOARD](#)[LOG OUT](#)

1

Applicant
Information

2

Business
Information

3

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Information

4

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Recipient
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Incentive
Details

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Final
Steps

Invite Users



Do you need additional information from someone else (e.g. PPN, customer, colleague) to complete your incentive application? Share this application to allow other users to make edits.

By entering the email address of the person you'd like to invite they will be sent a secure link to access this application. Please use the custom message box to give the recipient context for their invitation.

Your Name

Your Company

Guest Name

Guest Email

Custom Message

[CANCEL](#)[SEND INVITE](#)

Need help completing an application? Invite a User

- Send a message or question from any application page
- Email is sent with Link to appropriate page
- No login needed to help if “invited”



Questions about Potential Projects?



Dedicated Resources

- TVABusinessIncentive@tva.gov
(866) 233-0450
- Lockheed Martin
- TVA
 - Shaun Harris, MTN C&I Program Manager
 - csharris@tva.gov